

1987

Research-Based Studies from INPUT Electronic Data Interchange Program

U.S. Electronic Data Interchange Services, 1987-1992

Examines the benefits and risks of electronic data interchange for both users and vendors. Forecasts are made, market participant profiles and directions are described, and market inhibitors and activators are analyzed.

EDI in Western Europe

Examines the activities of participants such as EDINET, Ltd. (a joint venture between British Telecom and McDonnell Douglas) and Istel with its EDICT system. The report looks at the involvement of industry organizations such as Odette and the Article Numbering Association and analyzes the market with forecasts provided.

U.S. EDI Software Markets, 1987-1992

Examines the products and strategies of EDI software developers and the directions of major software vendors to integrate EDI functionality within traditional accounting, manufacturing, and other applications. Distribution channels and delivery modes are discussed, and the role of turnkey systems is evaluated, with analysis of the features users want most from EDI software.

U.S. EDI Federal Markets, 1987-1992

Describes several government agency EDI and EDI-like initiatives, evaluates the prospects for vendors to participate, and describes the requirements for businesses selling to the government.

International EDI

Examines the special requirements of international trading, profiling EDI services with international orientations. The roles of GEISCO's Trade Express, IBM's newly announced Intercontinental Information Services, and Computer Sciences Corporation's INFONET are described. The market is sized, and users' requirements are discussed.

A Guide to EDI Implementation

Oriented to users evaluating their EDI options, this report is also useful as a vendor training document. Internal versus third-party service decisions, software and hardware requirements, and personnel and "political" issues are explored through detailed case studies presenting user organization experiences in approaching EDI solutions.



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EDI Service Analysis, 1988-1993

Examines trends demonstrated in the strategies and past performance of established service providers, and the intentions and prospects of new entrants. Alliances, enhanced services directions, and how users' needs are being met are discussed. Segmented EDI services forecasts provide projections on user expenditures for the various components of EDI.

EDI Service Provider Profiles--Update

Reports on all present and several potential providers, breaks down their 1987 market shares by revenue and number of customers, describes their competitive positions, and reports on their EDI successes and failures.

EDI Software Analysis, 1988-1993

Evaluates the directions and prospects of EDI software providers. User needs, market alliances, and directions toward integration with cash, manufacturing, inventory, and transportation management software are discussed. Forecasts are provided.

EDI Software Company Profiles--Update

Describes the functionality of specific EDI products, including those supporting purchasing/logistics, insurance, and other applications. Market share information based on revenues and number of customers, competitive positions, and wins and losses are reported.

Vertical Market EDI Potentials and Directions

Discusses EDI usage in approximately 30 vertical markets, identifying major users' issues and industry-specific issues. Vertical market user expenditures are broken down for "mainline" (i.e., purchasing/logistics) EDI; health, property, and casualty insurance implementations; and other forms of EDI.

Value Added Network and Data Services European Market Directions

Examines growth opportunities for VAD and applications services, including EDI, on-line data bases, EFT/POS, and others. Key issues affecting both vendors and users are discussed together with an analysis of the European telecommunications environment. Market sizes and forecasts are provided with recommendations for existing and future participants.

X.400 Products and Services

Describes the nature of this emerging international messaging standard, its relationship to electronic mail and voice and video communications, and its implications for EDI. Directions toward universal messaging through internetworking are discussed, as are services and software supporting the standard.

EDI and Professional Services

Examines software customization, systems integration, education/training, and facilities management in relationship to EDI implementations. Vendor offerings are described, opportunities identified, and recommendations to users and providers offered.

